

Local Market Update for December 2022

A Research Tool Provided by the Colorado Association of REALTORS®



Pueblo County

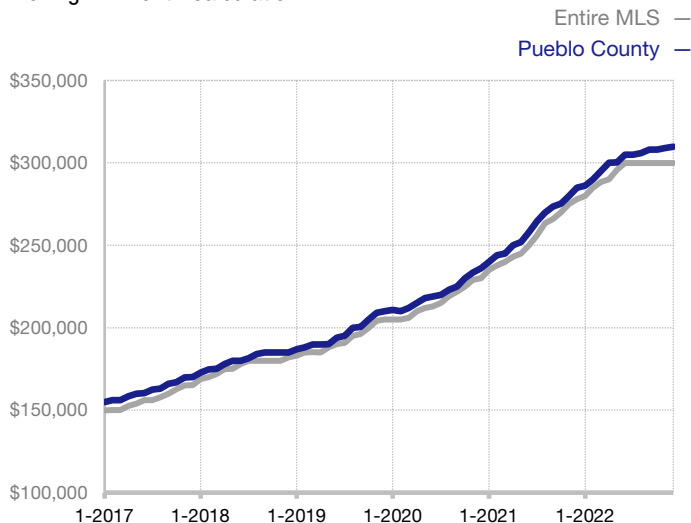
Single Family	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	218	173	- 20.6%	3,803	3,849	+ 1.2%
Sold Listings	277	144	- 48.0%	3,133	2,787	- 11.0%
Median Sales Price*	\$300,360	\$285,000	- 5.1%	\$284,950	\$309,950	+ 8.8%
Average Sales Price*	\$320,372	\$294,225	- 8.2%	\$296,894	\$320,388	+ 7.9%
Percent of List Price Received*	99.1%	97.2%	- 1.9%	100.6%	99.4%	- 1.2%
Days on Market Until Sale	64	78	+ 21.9%	64	65	+ 1.6%
Inventory of Homes for Sale	373	541	+ 45.0%	--	--	--
Months Supply of Inventory	1.4	2.3	+ 64.3%	--	--	--

* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

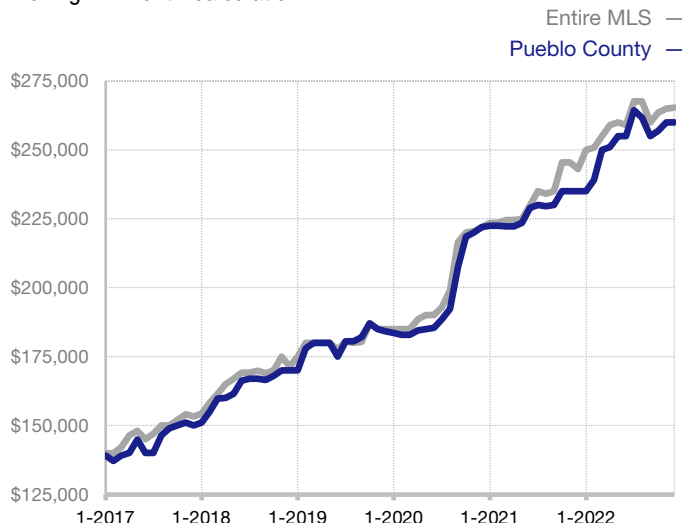
Townhouse/Condo	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	6	4	- 33.3%	128	129	+ 0.8%
Sold Listings	10	4	- 60.0%	127	104	- 18.1%
Median Sales Price*	\$272,000	\$269,950	- 0.8%	\$235,000	\$260,000	+ 10.6%
Average Sales Price*	\$270,020	\$268,975	- 0.4%	\$240,171	\$267,824	+ 11.5%
Percent of List Price Received*	98.8%	97.7%	- 1.1%	100.3%	99.3%	- 1.0%
Days on Market Until Sale	46	56	+ 21.7%	62	50	- 19.4%
Inventory of Homes for Sale	11	16	+ 45.5%	--	--	--
Months Supply of Inventory	1.0	1.8	+ 80.0%	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



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Arkansas Valley/Otero County

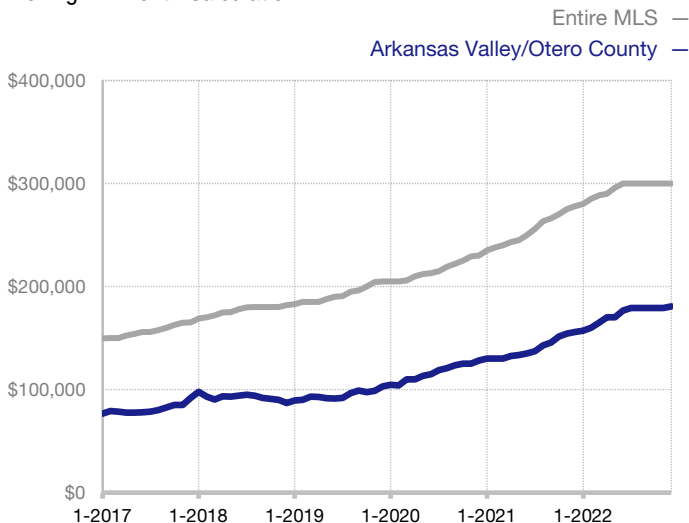
Single Family	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	36	23	- 36.1%	485	571	+ 17.7%
Sold Listings	42	27	- 35.7%	400	401	+ 0.2%
Median Sales Price*	\$167,500	\$210,000	+ 25.4%	\$156,000	\$181,000	+ 16.0%
Average Sales Price*	\$178,315	\$203,819	+ 14.3%	\$169,751	\$201,274	+ 18.6%
Percent of List Price Received*	95.4%	96.9%	+ 1.6%	96.4%	96.2%	- 0.2%
Days on Market Until Sale	80	92	+ 15.0%	85	87	+ 2.4%
Inventory of Homes for Sale	96	122	+ 27.1%	--	--	--
Months Supply of Inventory	2.9	3.7	+ 27.6%	--	--	--

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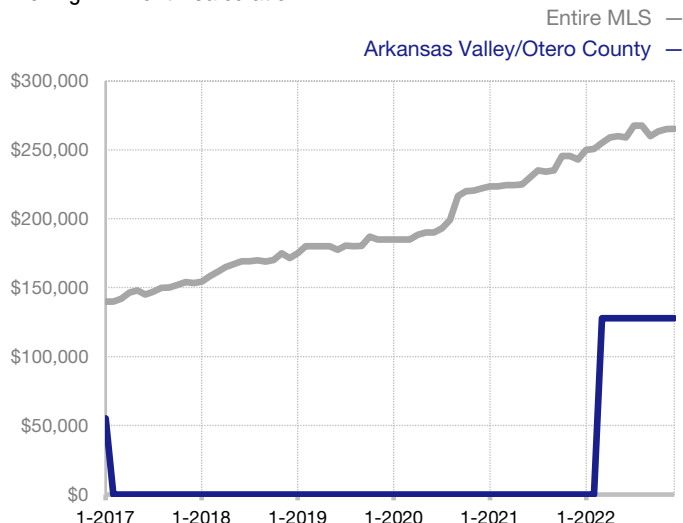
Townhouse/Condo	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$128,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$128,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	102.4%	--
Days on Market Until Sale	0	0	--	0	298	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



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Fowler

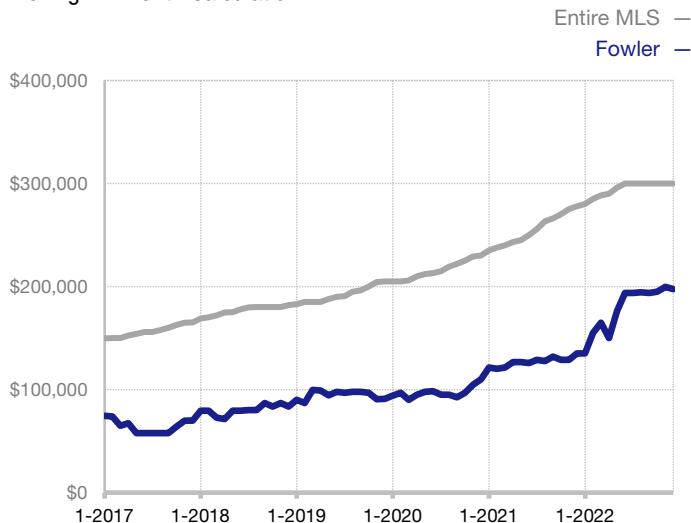
Single Family	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	3	1	- 66.7%	49	37	- 24.5%
Sold Listings	3	2	- 33.3%	41	36	- 12.2%
Median Sales Price*	\$220,000	\$175,750	- 20.1%	\$135,000	\$197,450	+ 46.3%
Average Sales Price*	\$203,333	\$175,750	- 13.6%	\$167,356	\$203,614	+ 21.7%
Percent of List Price Received*	99.1%	101.3%	+ 2.2%	97.9%	99.9%	+ 2.0%
Days on Market Until Sale	55	91	+ 65.5%	75	90	+ 20.0%
Inventory of Homes for Sale	6	6	0.0%	--	--	--
Months Supply of Inventory	1.8	2.0	+ 11.1%	--	--	--

* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

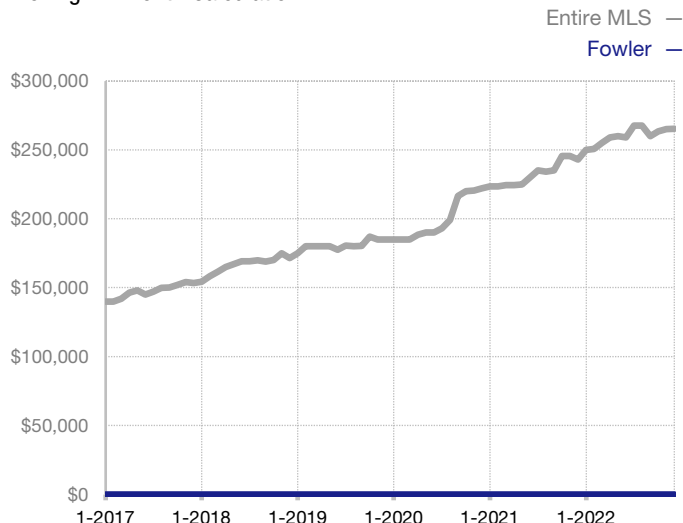
Townhouse/Condo	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Local Market Update for December 2022

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Huerfano County

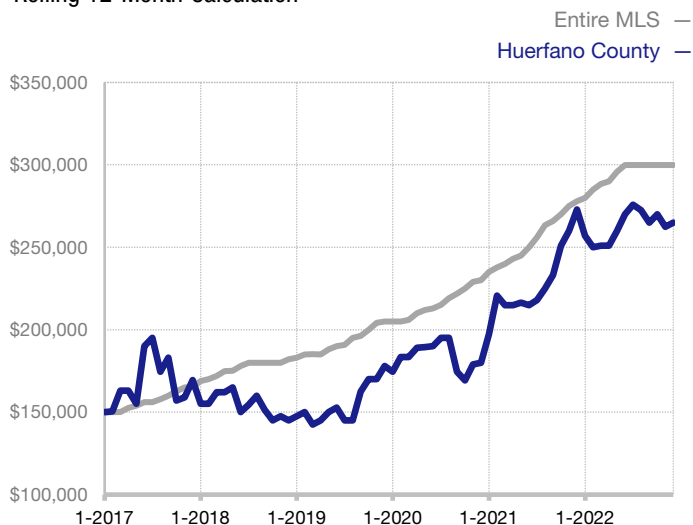
Single Family	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	8	5	- 37.5%	153	135	- 11.8%
Sold Listings	9	3	- 66.7%	133	87	- 34.6%
Median Sales Price*	\$216,000	\$156,000	- 27.8%	\$273,000	\$265,000	- 2.9%
Average Sales Price*	\$265,988	\$192,167	- 27.8%	\$296,996	\$357,168	+ 20.3%
Percent of List Price Received*	97.6%	100.1%	+ 2.6%	96.0%	96.0%	0.0%
Days on Market Until Sale	68	262	+ 285.3%	142	121	- 14.8%
Inventory of Homes for Sale	35	54	+ 54.3%	--	--	--
Months Supply of Inventory	3.2	7.4	+ 131.3%	--	--	--

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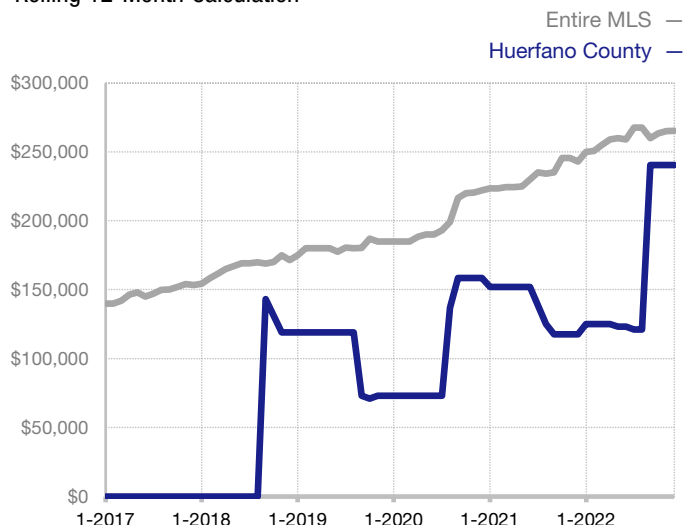
Townhouse/Condo	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	0	0	--	1	3	+ 200.0%
Sold Listings	0	0	--	2	2	0.0%
Median Sales Price*	\$0	\$0	--	\$117,500	\$240,525	+ 104.7%
Average Sales Price*	\$0	\$0	--	\$117,500	\$240,525	+ 104.7%
Percent of List Price Received*	0.0%	0.0%	--	94.0%	100.4%	+ 6.8%
Days on Market Until Sale	0	0	--	41	48	+ 17.1%
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	0.0	1.0	--	--	--	--

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La Junta

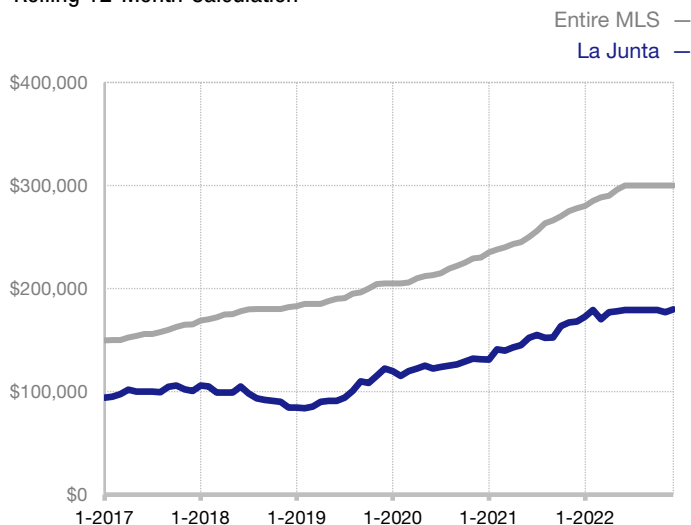
Single Family	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	4	7	+ 75.0%	104	115	+ 10.6%
Sold Listings	12	5	- 58.3%	96	93	- 3.1%
Median Sales Price*	\$167,500	\$225,000	+ 34.3%	\$168,000	\$179,900	+ 7.1%
Average Sales Price*	\$179,521	\$211,600	+ 17.9%	\$181,033	\$204,339	+ 12.9%
Percent of List Price Received*	97.4%	92.0%	- 5.5%	96.6%	95.2%	- 1.4%
Days on Market Until Sale	83	87	+ 4.8%	89	83	- 6.7%
Inventory of Homes for Sale	18	13	- 27.8%	--	--	--
Months Supply of Inventory	2.3	1.7	- 26.1%	--	--	--

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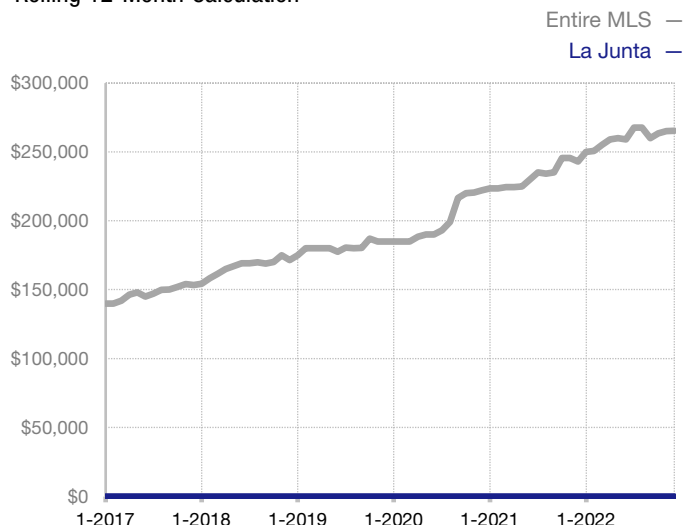
Townhouse/Condo	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Rolling 12-Month Calculation



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Lamar

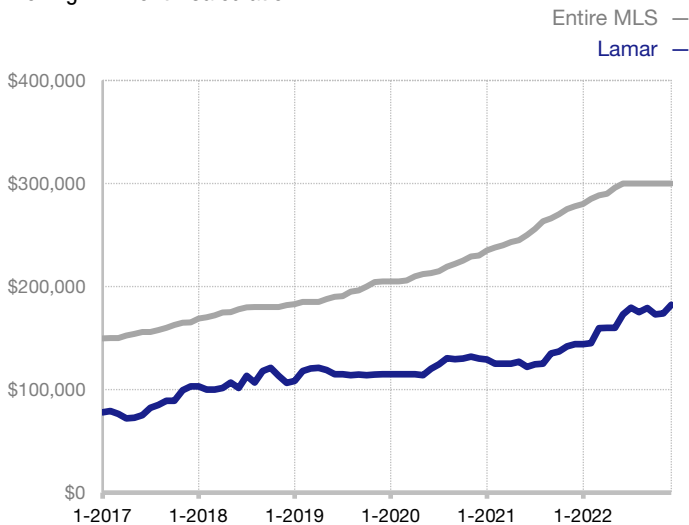
Single Family	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	4	1	- 75.0%	65	93	+ 43.1%
Sold Listings	6	6	0.0%	59	64	+ 8.5%
Median Sales Price*	\$150,000	\$210,000	+ 40.0%	\$144,000	\$182,500	+ 26.7%
Average Sales Price*	\$186,667	\$245,000	+ 31.2%	\$157,253	\$200,810	+ 27.7%
Percent of List Price Received*	93.9%	99.3%	+ 5.8%	96.7%	96.0%	- 0.7%
Days on Market Until Sale	86	110	+ 27.9%	79	77	- 2.5%
Inventory of Homes for Sale	8	15	+ 87.5%	--	--	--
Months Supply of Inventory	1.6	2.6	+ 62.5%	--	--	--

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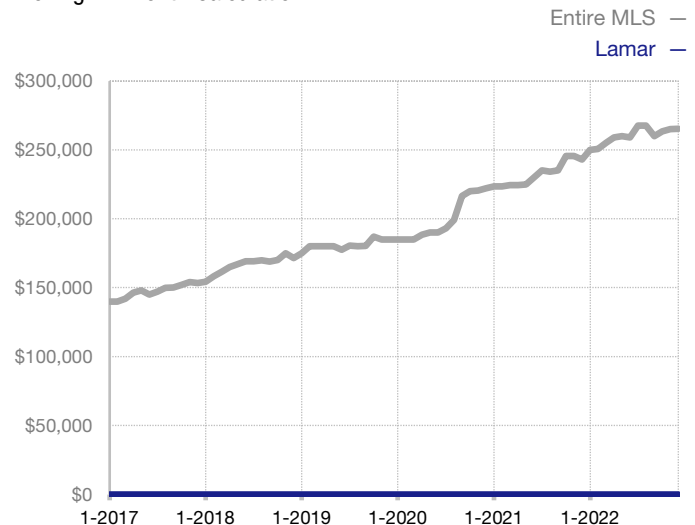
Townhouse/Condo	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



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Las Animas

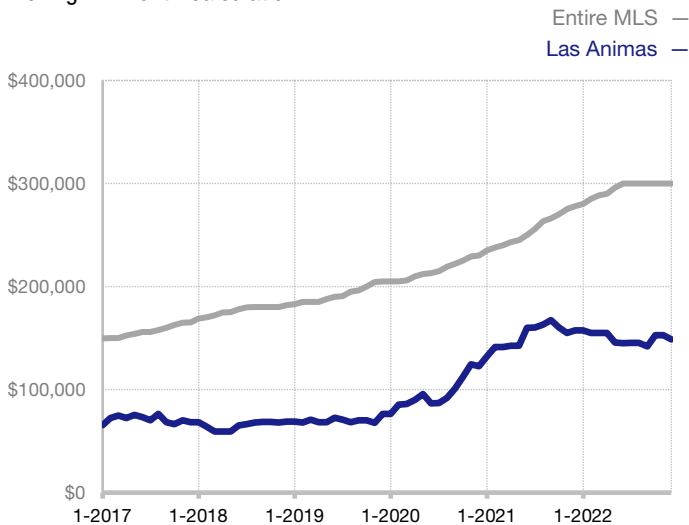
Single Family	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	3	3	0.0%	55	53	- 3.6%
Sold Listings	4	3	- 25.0%	41	38	- 7.3%
Median Sales Price*	\$224,000	\$225,000	+ 0.4%	\$157,500	\$148,850	- 5.5%
Average Sales Price*	\$220,750	\$189,667	- 14.1%	\$171,015	\$163,782	- 4.2%
Percent of List Price Received*	91.9%	100.2%	+ 9.0%	96.1%	94.6%	- 1.6%
Days on Market Until Sale	93	57	- 38.7%	84	95	+ 13.1%
Inventory of Homes for Sale	11	12	+ 9.1%	--	--	--
Months Supply of Inventory	3.2	3.8	+ 18.8%	--	--	--

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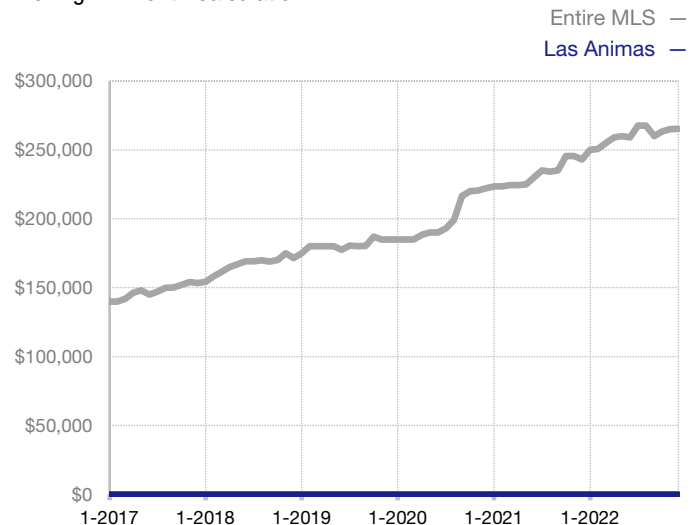
Townhouse/Condo	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
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Manzanola

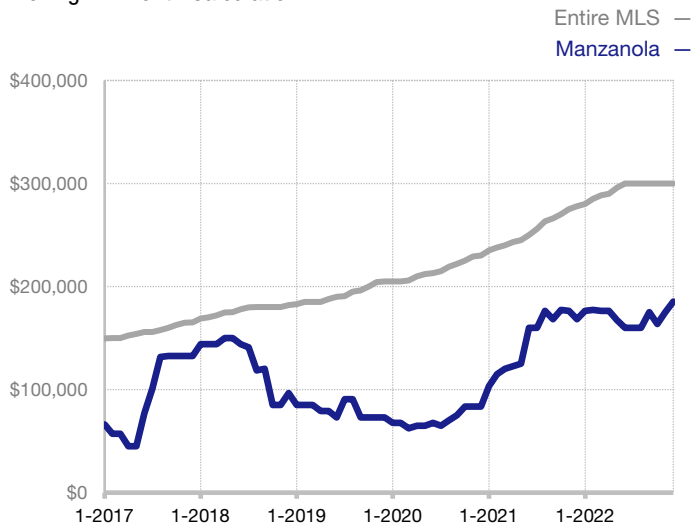
Single Family	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	1	0	- 100.0%	10	12	+ 20.0%
Sold Listings	1	2	+ 100.0%	11	8	- 27.3%
Median Sales Price*	\$152,000	\$185,500	+ 22.0%	\$168,250	\$185,500	+ 10.3%
Average Sales Price*	\$152,000	\$185,500	+ 22.0%	\$192,150	\$219,500	+ 14.2%
Percent of List Price Received*	100.0%	100.5%	+ 0.5%	90.1%	93.3%	+ 3.6%
Days on Market Until Sale	85	83	- 2.4%	123	144	+ 17.1%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	2.5	1.3	- 48.0%	--	--	--

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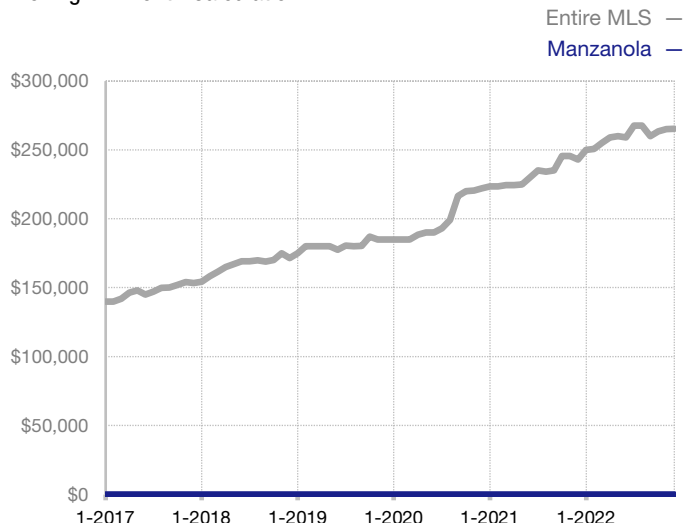
Townhouse/Condo	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

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Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation



Monthly Indicators



December 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 18.8 percent for single family homes and 33.3 percent for townhouse-condo properties. Pending Sales decreased 33.6 percent for single family homes and 20.0 percent for townhouse-condo properties.

The Median Sales Price was down 5.0 percent to \$285,000 for single family homes and 0.8 percent to \$269,950 for townhouse-condo properties. Days on Market increased 21.5 percent for single family homes and 21.7 percent for townhouse-condo properties.

Economists predict sales will continue to slow and housing prices will soften in many markets over the next 12 months, with larger price declines projected in more expensive areas. However, national inventory shortages will likely keep prices from dropping too much, as buyer demand continues to outpace supply, which remains limited at 3.3 months, according to NAR. Even if prices fall, many prospective buyers will find it difficult to afford a home in 2023, as higher rates have diminished purchasing power, adding hundreds of dollars to monthly mortgage payments.

Activity Snapshot

- 48.4%	- 5.0%	+ 47.1%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties

Residential real estate activity in Pueblo County composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	12-2021	12-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		218	177	- 18.8%	3,868	3,946	+ 2.0%
Pending Sales		229	152	- 33.6%	3,177	2,762	- 13.1%
Sold Listings		279	145	- 48.0%	3,176	2,836	- 10.7%
Median Sales Price		\$300,000	\$285,000	- 5.0%	\$285,000	\$310,000	+ 8.8%
Avg. Sales Price		\$319,418	\$294,925	- 7.7%	\$297,389	\$320,945	+ 7.9%
Pct. of List Price Received		98.9%	97.2%	- 1.7%	100.6%	99.3%	- 1.3%
Days on Market		65	79	+ 21.5%	64	65	+ 1.6%
Affordability Index		126	101	- 19.8%	133	93	- 30.1%
Active Listings		386	567	+ 46.9%	--	--	--
Months Supply		1.5	2.4	+ 60.0%	--	--	--

Townhouse-Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

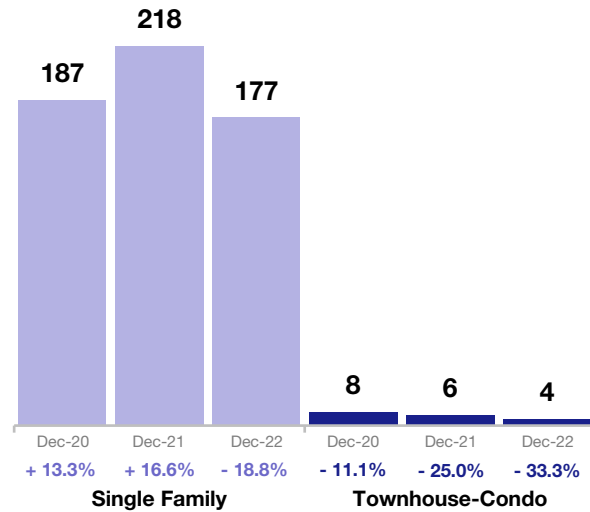


Key Metrics	Historical Sparkbars	12-2021	12-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		6	4	- 33.3%	131	134	+ 2.3%
Pending Sales		5	4	- 20.0%	123	108	- 12.2%
Sold Listings		10	4	- 60.0%	131	108	- 17.6%
Median Sales Price		\$272,000	\$269,950	- 0.8%	\$236,000	\$260,000	+ 10.2%
Avg. Sales Price		\$270,020	\$268,975	- 0.4%	\$243,788	\$266,271	+ 9.2%
Pct. of List Price Received		98.8%	97.7%	- 1.1%	100.2%	99.4%	- 0.8%
Days on Market		46	56	+ 21.7%	61	49	- 19.7%
Affordability Index		139	107	- 23.0%	160	111	- 30.6%
Active Listings		11	17	+ 54.5%	--	--	--
Months Supply		1.0	1.9	+ 90.0%	--	--	--

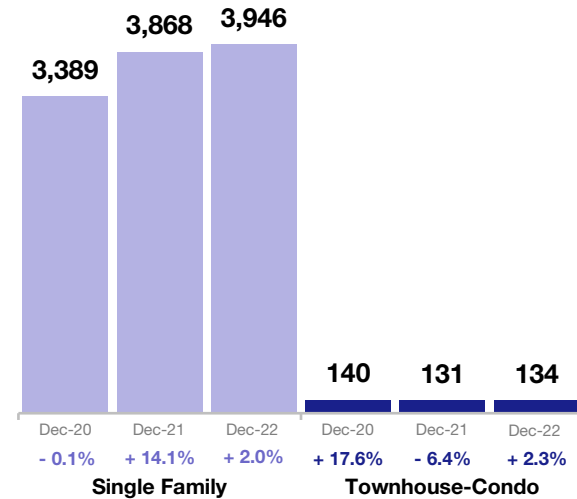
New Listings



December

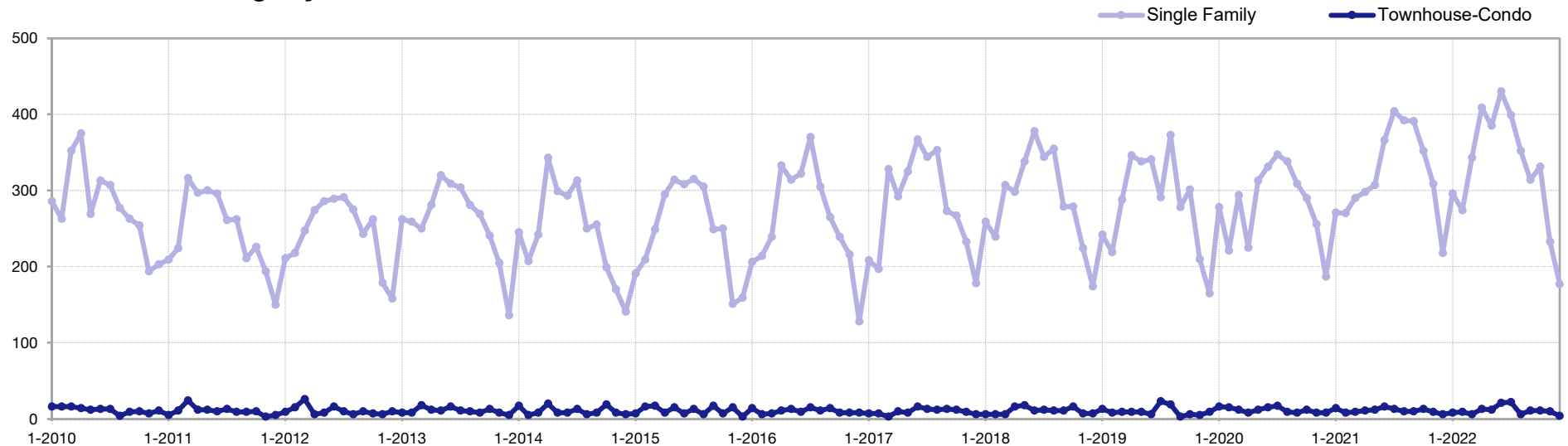


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	296	+9.2%	8	-42.9%
Feb-2022	274	+1.5%	9	+12.5%
Mar-2022	343	+18.3%	6	-33.3%
Apr-2022	409	+37.2%	13	+18.2%
May-2022	385	+25.4%	12	0.0%
Jun-2022	430	+17.5%	21	+31.3%
Jul-2022	399	-1.2%	22	+69.2%
Aug-2022	352	-10.2%	6	-40.0%
Sep-2022	314	-19.7%	11	+10.0%
Oct-2022	331	-6.0%	11	-15.4%
Nov-2022	233	-24.6%	10	+11.1%
Dec-2022	177	-18.8%	4	-33.3%

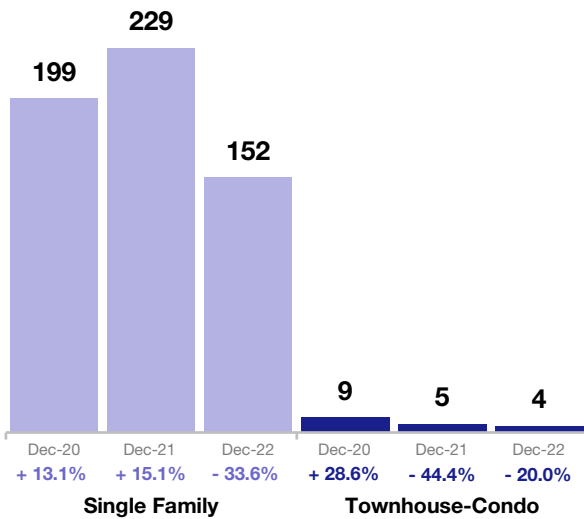
Historical New Listings by Month



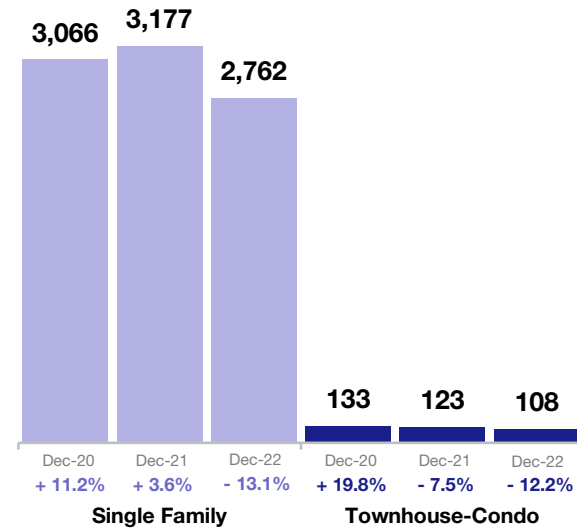
Pending Sales



December

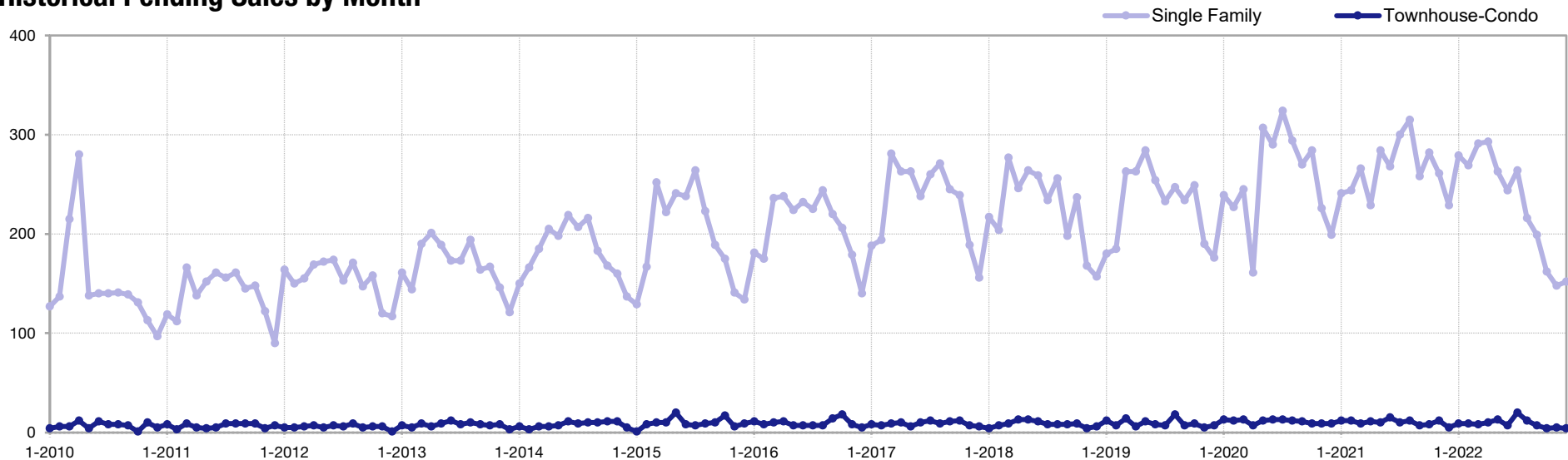


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	279	+15.8%	9	-25.0%
Feb-2022	269	+10.2%	9	-25.0%
Mar-2022	291	+9.4%	8	-11.1%
Apr-2022	293	+27.9%	10	-9.1%
May-2022	263	-7.4%	13	+30.0%
Jun-2022	244	-9.0%	7	-53.3%
Jul-2022	264	-12.0%	20	+100.0%
Aug-2022	216	-31.4%	12	0.0%
Sep-2022	199	-22.9%	7	0.0%
Oct-2022	162	-42.6%	4	-50.0%
Nov-2022	148	-43.3%	5	-58.3%
Dec-2022	152	-33.6%	4	-20.0%

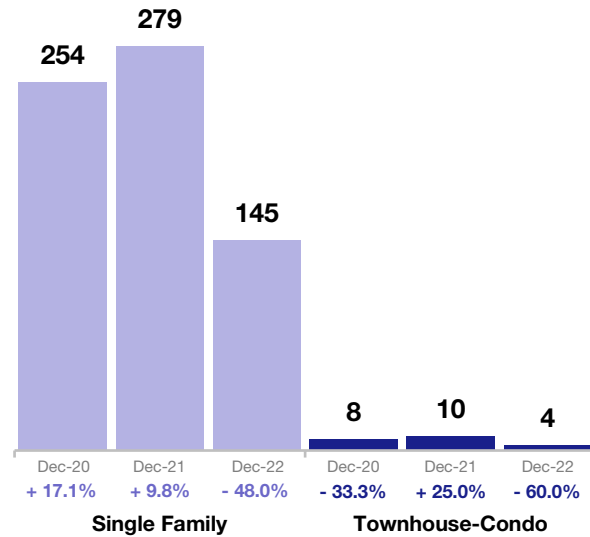
Historical Pending Sales by Month



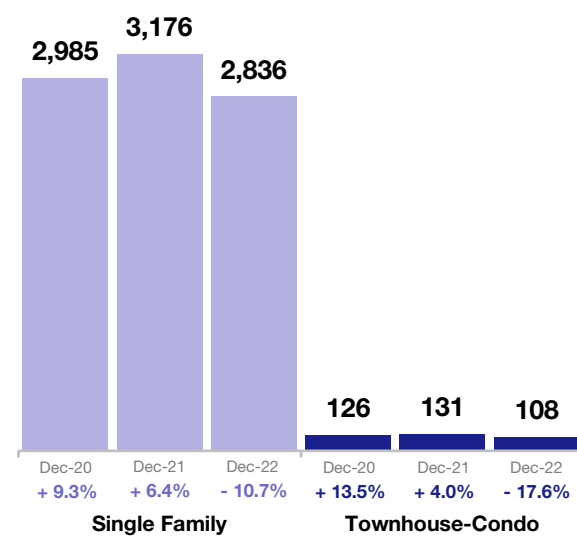
Sold Listings



December

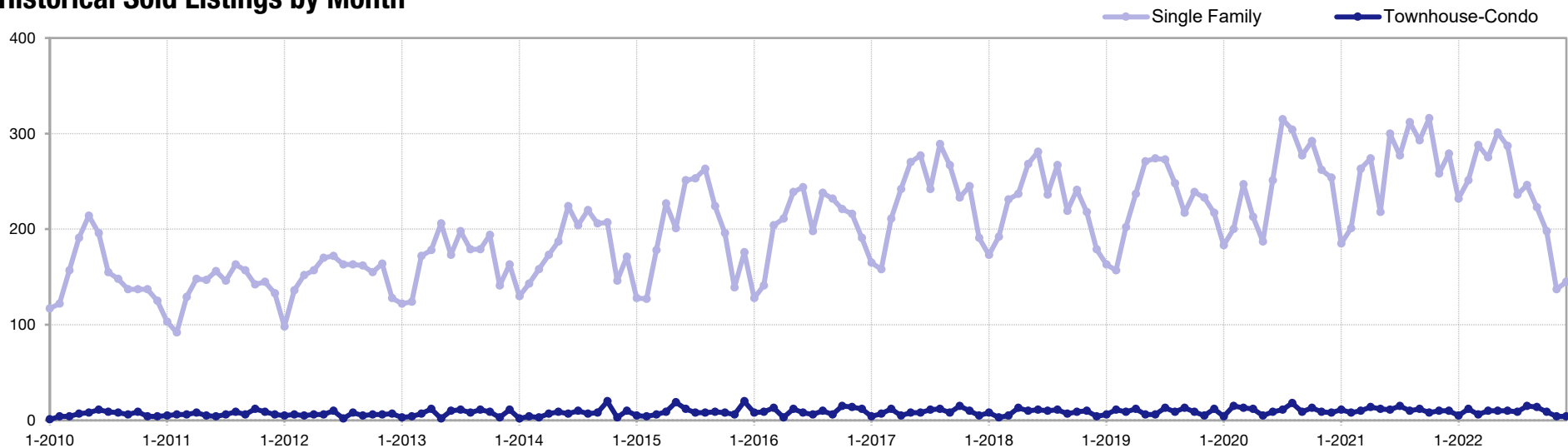


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	232	+25.4%	5	-54.5%
Feb-2022	251	+24.9%	12	+50.0%
Mar-2022	288	+9.5%	6	-40.0%
Apr-2022	275	+0.4%	10	-28.6%
May-2022	301	+38.1%	10	-16.7%
Jun-2022	287	-4.3%	10	-9.1%
Jul-2022	236	-14.8%	9	-40.0%
Aug-2022	246	-21.2%	15	+50.0%
Sep-2022	223	-23.9%	14	+16.7%
Oct-2022	198	-37.3%	9	+12.5%
Nov-2022	137	-46.9%	4	-60.0%
Dec-2022	145	-48.0%	4	-60.0%

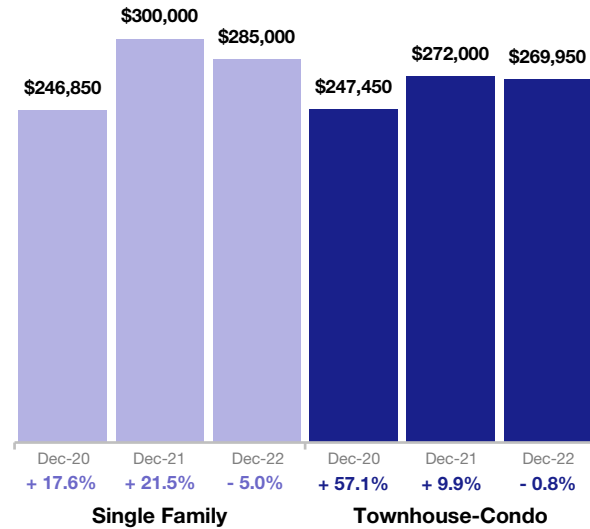
Historical Sold Listings by Month



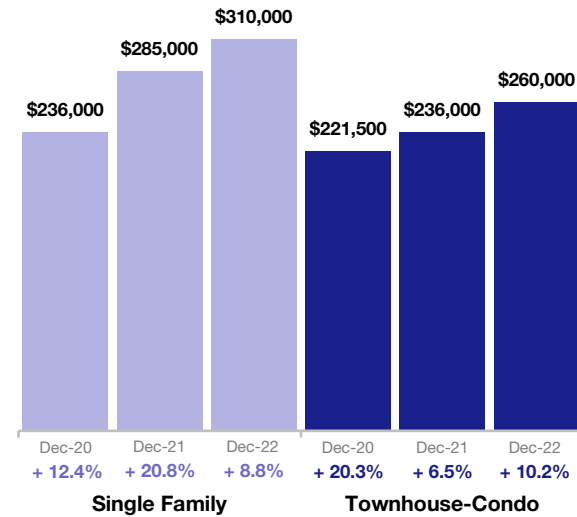
Median Sales Price



December

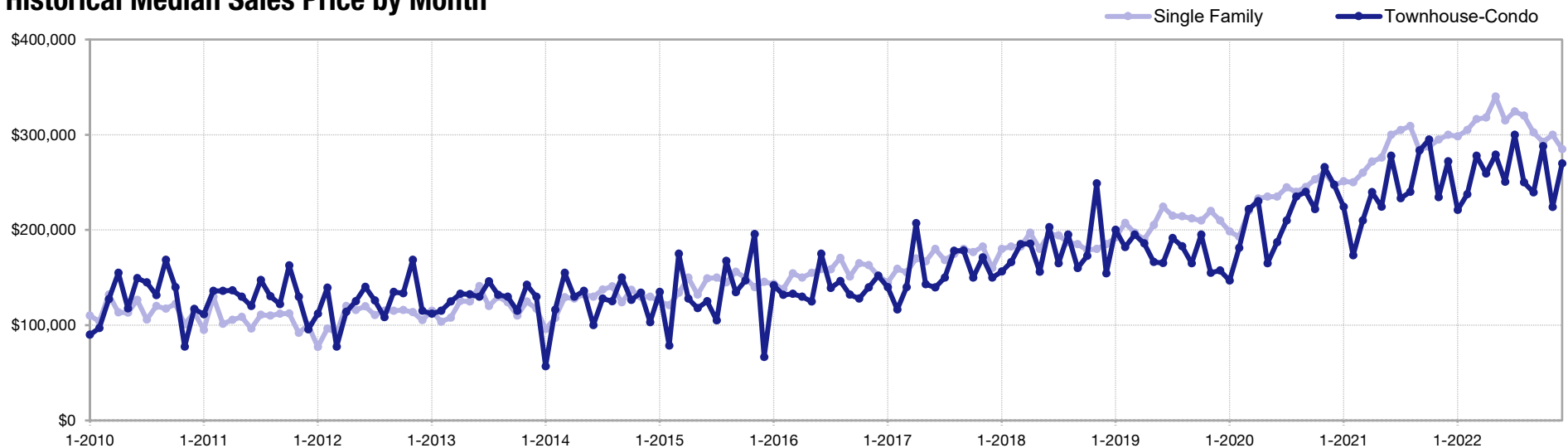


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	\$298,325	+18.9%	\$221,000	-1.6%
Feb-2022	\$305,000	+22.0%	\$237,500	+36.9%
Mar-2022	\$316,250	+21.6%	\$278,000	+32.4%
Apr-2022	\$318,000	+17.0%	\$259,200	+8.1%
May-2022	\$340,000	+23.2%	\$279,000	+24.3%
Jun-2022	\$315,000	+5.0%	\$250,550	-9.9%
Jul-2022	\$324,393	+6.4%	\$300,000	+28.6%
Aug-2022	\$320,000	+3.6%	\$250,000	+4.2%
Sep-2022	\$302,500	+6.5%	\$239,500	-15.5%
Oct-2022	\$292,443	+1.7%	\$287,900	-2.4%
Nov-2022	\$300,000	+1.7%	\$224,000	-4.5%
Dec-2022	\$285,000	-5.0%	\$269,950	-0.8%

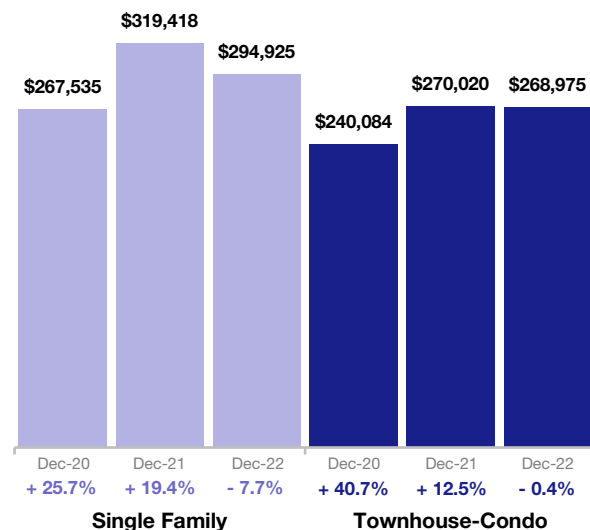
Historical Median Sales Price by Month



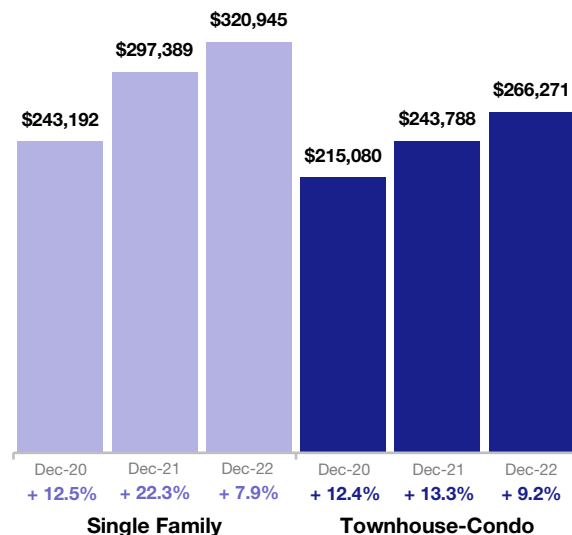
Average Sales Price



December

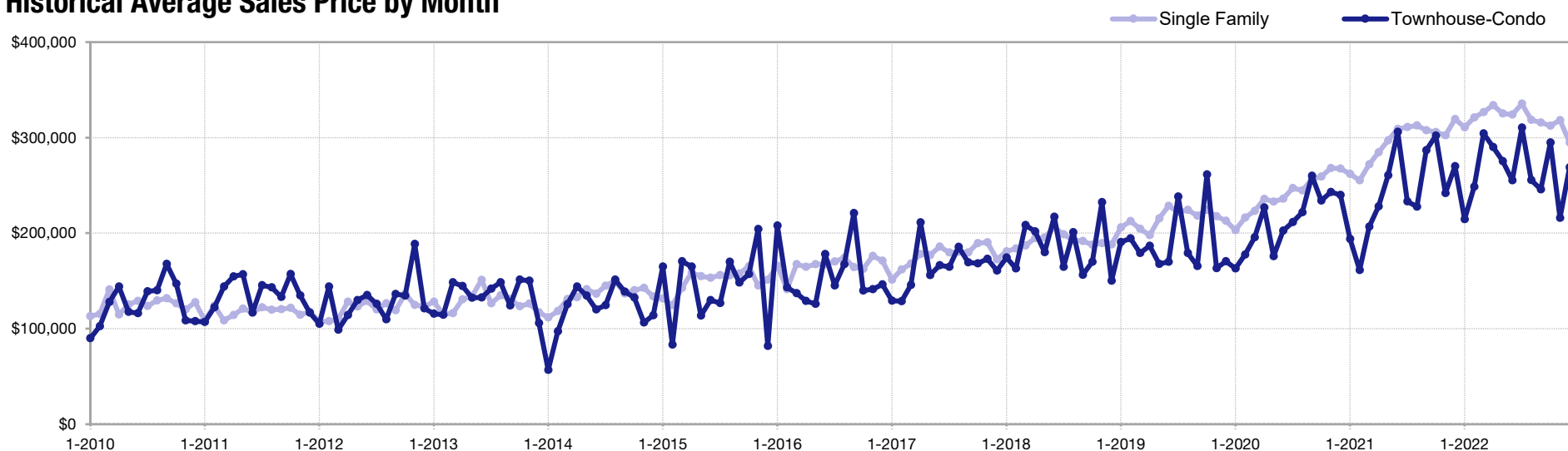


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	\$310,736	+18.6%	\$214,700	+10.6%
Feb-2022	\$321,016	+25.8%	\$248,575	+54.0%
Mar-2022	\$326,720	+20.1%	\$304,250	+47.1%
Apr-2022	\$333,880	+17.3%	\$290,230	+27.3%
May-2022	\$325,333	+9.5%	\$275,395	+5.7%
Jun-2022	\$324,042	+4.8%	\$255,310	-16.6%
Jul-2022	\$335,476	+7.8%	\$310,611	+33.1%
Aug-2022	\$318,581	+1.9%	\$255,593	+12.2%
Sep-2022	\$315,819	+2.6%	\$245,814	-14.3%
Oct-2022	\$312,472	+2.2%	\$294,978	-2.4%
Nov-2022	\$318,276	+5.2%	\$216,125	-10.6%
Dec-2022	\$294,925	-7.7%	\$268,975	-0.4%

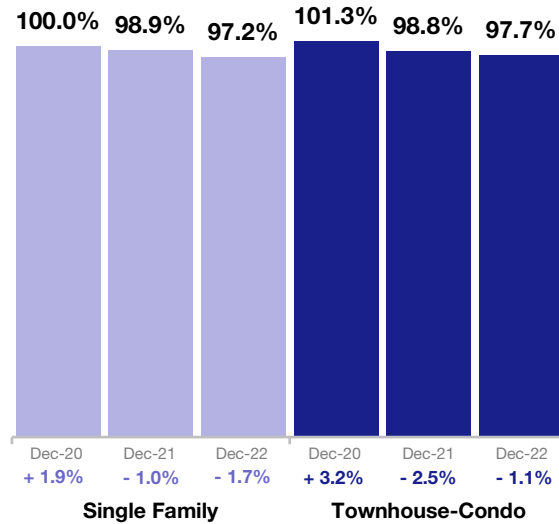
Historical Average Sales Price by Month



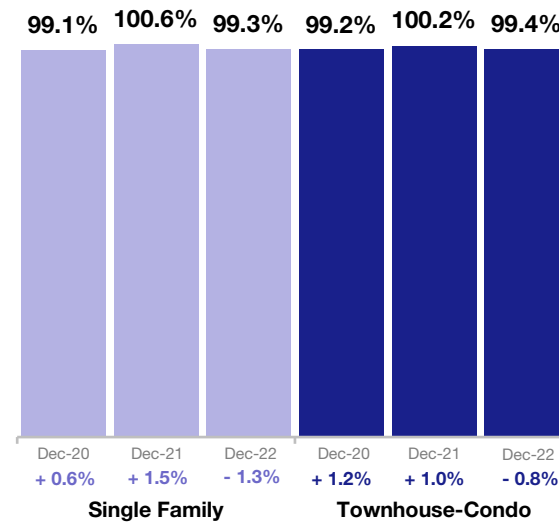
Percent of List Price Received



December

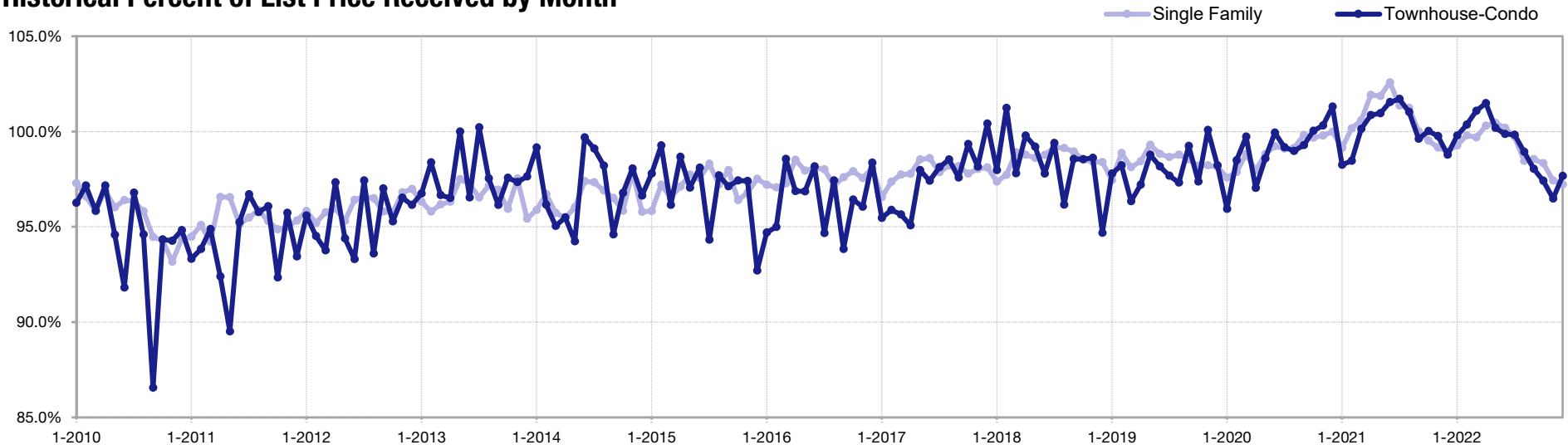


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	99.3%	+0.2%	99.8%	+1.5%
Feb-2022	99.8%	-0.4%	100.4%	+1.9%
Mar-2022	99.7%	-0.9%	101.1%	+1.0%
Apr-2022	100.3%	-1.6%	101.5%	+0.6%
May-2022	100.5%	-1.4%	100.2%	-0.8%
Jun-2022	100.2%	-2.3%	99.9%	-1.6%
Jul-2022	99.7%	-1.7%	99.8%	-1.9%
Aug-2022	98.5%	-2.7%	98.9%	-2.1%
Sep-2022	98.5%	-1.5%	98.1%	-1.5%
Oct-2022	98.3%	-1.2%	97.4%	-2.6%
Nov-2022	97.4%	-1.8%	96.5%	-3.3%
Dec-2022	97.2%	-1.7%	97.7%	-1.1%

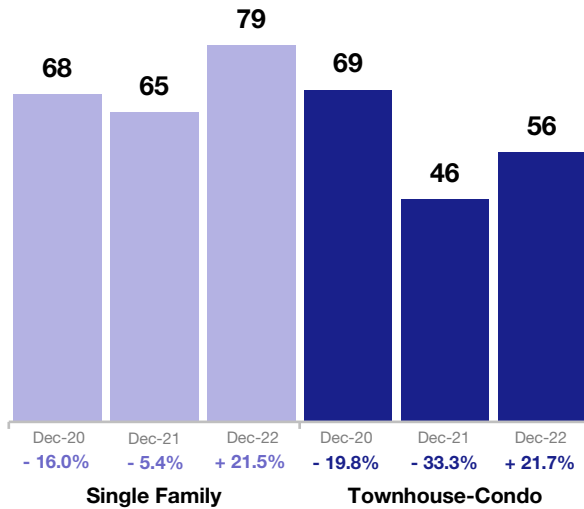
Historical Percent of List Price Received by Month



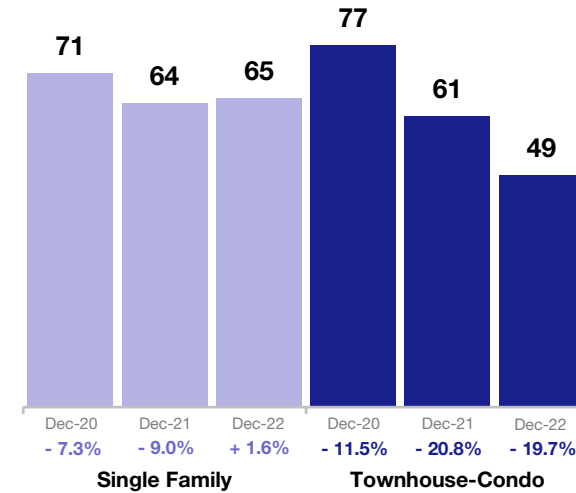
Days on Market Until Sale



December

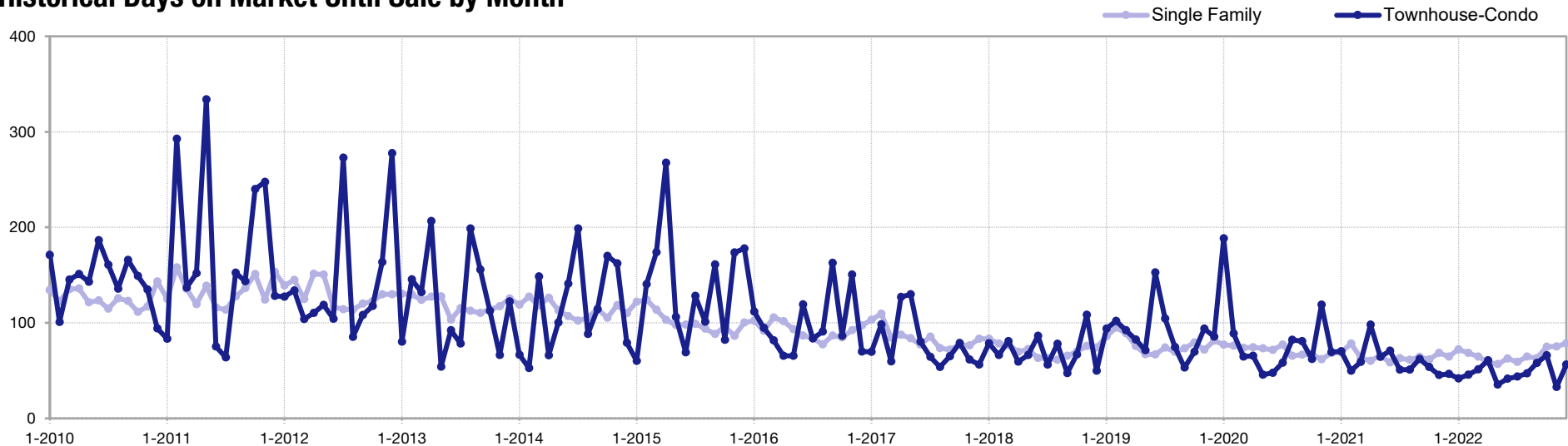


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	72	+4.3%	42	-40.0%
Feb-2022	69	-11.5%	46	-8.0%
Mar-2022	65	+3.2%	51	-13.6%
Apr-2022	59	-1.7%	61	-37.8%
May-2022	57	-13.6%	35	-45.3%
Jun-2022	63	+8.6%	41	-42.3%
Jul-2022	59	-6.3%	44	-13.7%
Aug-2022	65	+6.6%	47	-7.8%
Sep-2022	63	-1.6%	58	-6.5%
Oct-2022	75	+21.0%	66	+22.2%
Nov-2022	75	+8.7%	33	-28.3%
Dec-2022	79	+21.5%	56	+21.7%

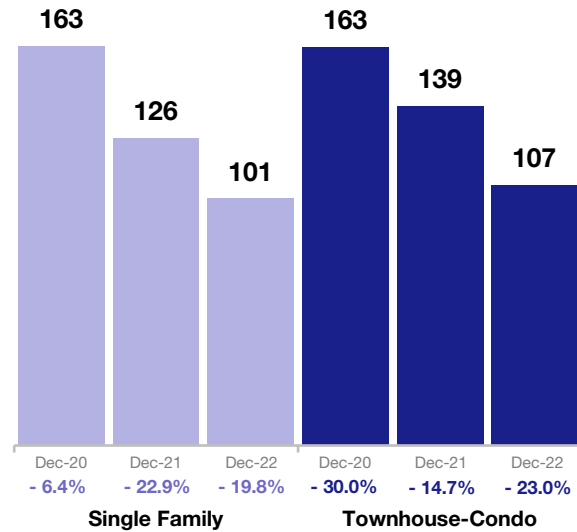
Historical Days on Market Until Sale by Month



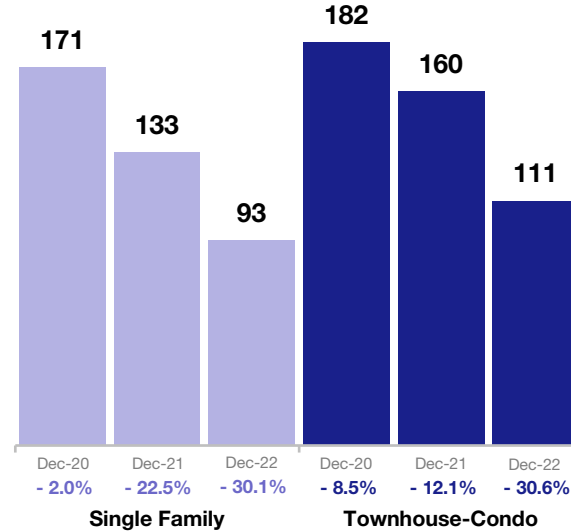
Housing Affordability Index



December

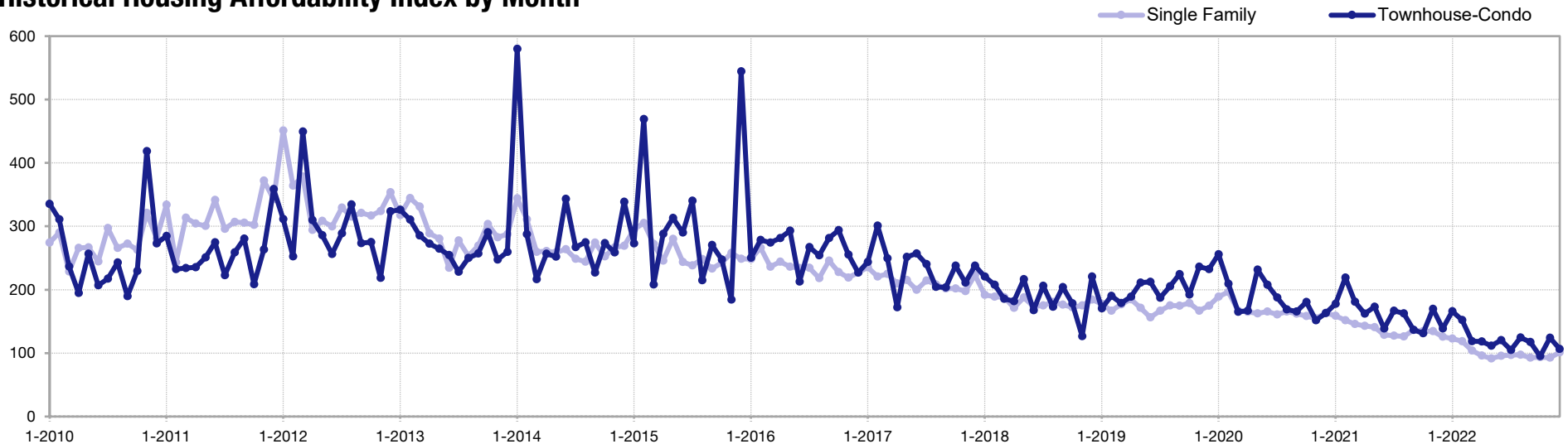


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	123	-22.6%	166	-6.2%
Feb-2022	119	-21.7%	152	-30.6%
Mar-2022	104	-28.8%	119	-34.3%
Apr-2022	96	-32.9%	118	-27.2%
May-2022	92	-34.8%	112	-35.3%
Jun-2022	96	-25.6%	120	-13.7%
Jul-2022	97	-24.2%	105	-37.1%
Aug-2022	97	-23.0%	125	-22.8%
Sep-2022	93	-31.6%	117	-14.0%
Oct-2022	94	-30.4%	95	-27.5%
Nov-2022	93	-31.1%	124	-27.1%
Dec-2022	101	-19.8%	107	-23.0%

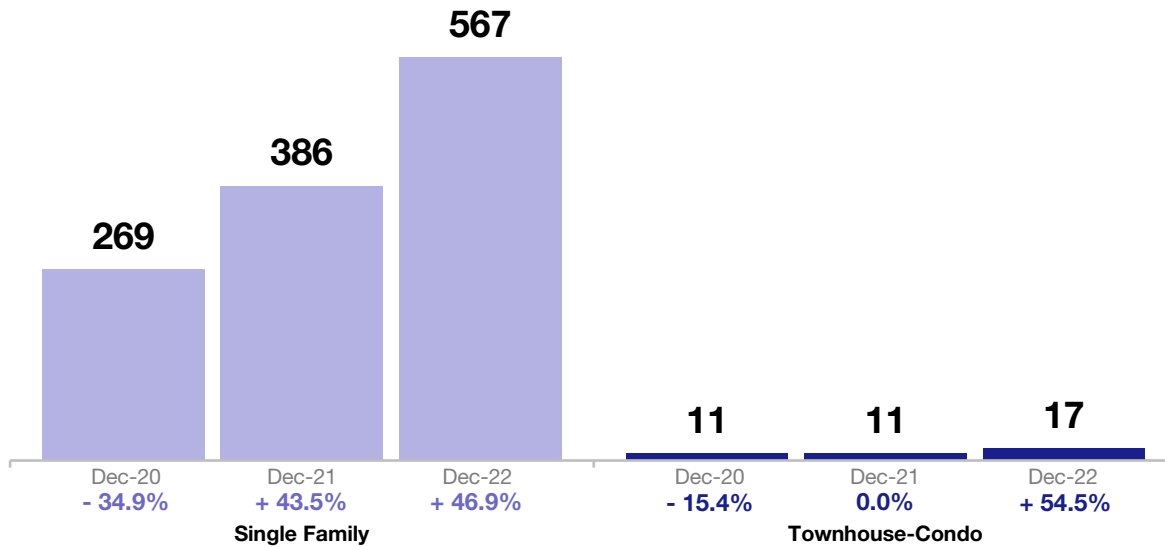
Historical Housing Affordability Index by Month



Inventory of Active Listings

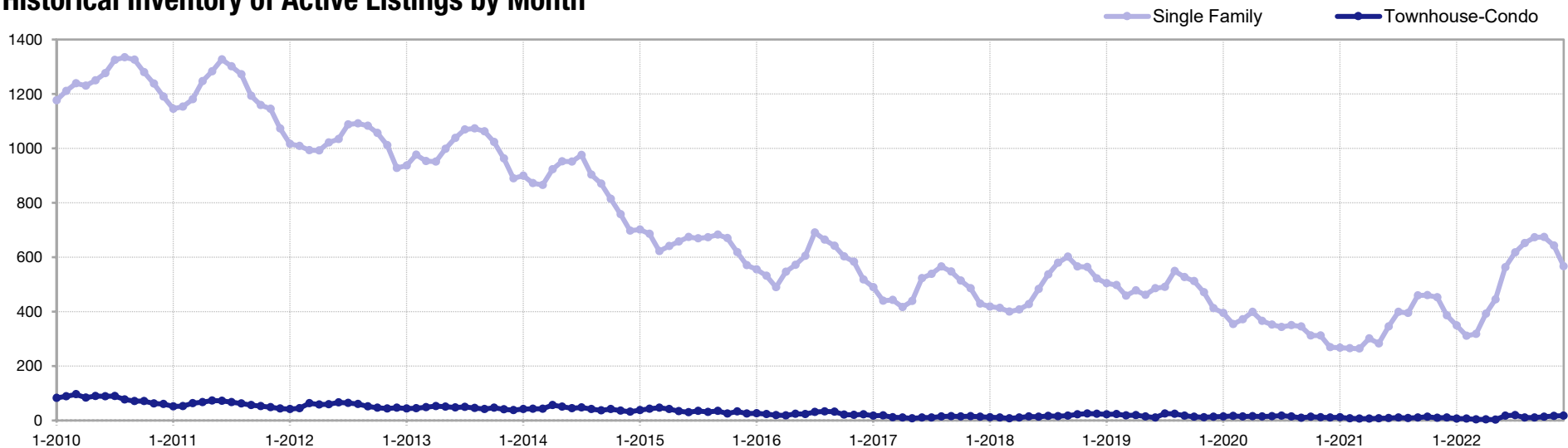


December



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	349	+30.7%	7	-41.7%
Feb-2022	311	+17.4%	7	-12.5%
Mar-2022	318	+20.5%	4	-42.9%
Apr-2022	392	+30.2%	4	-42.9%
May-2022	445	+57.2%	3	-62.5%
Jun-2022	563	+63.2%	17	+88.9%
Jul-2022	617	+54.6%	19	+72.7%
Aug-2022	652	+65.1%	11	+22.2%
Sep-2022	673	+46.6%	11	0.0%
Oct-2022	674	+46.5%	13	0.0%
Nov-2022	643	+41.9%	16	+60.0%
Dec-2022	567	+46.9%	17	+54.5%

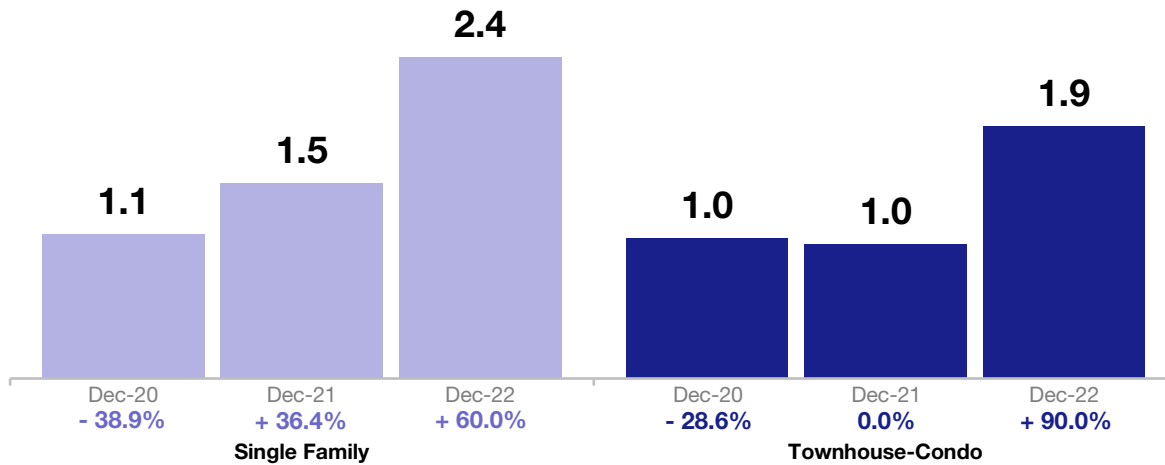
Historical Inventory of Active Listings by Month



Months Supply of Inventory

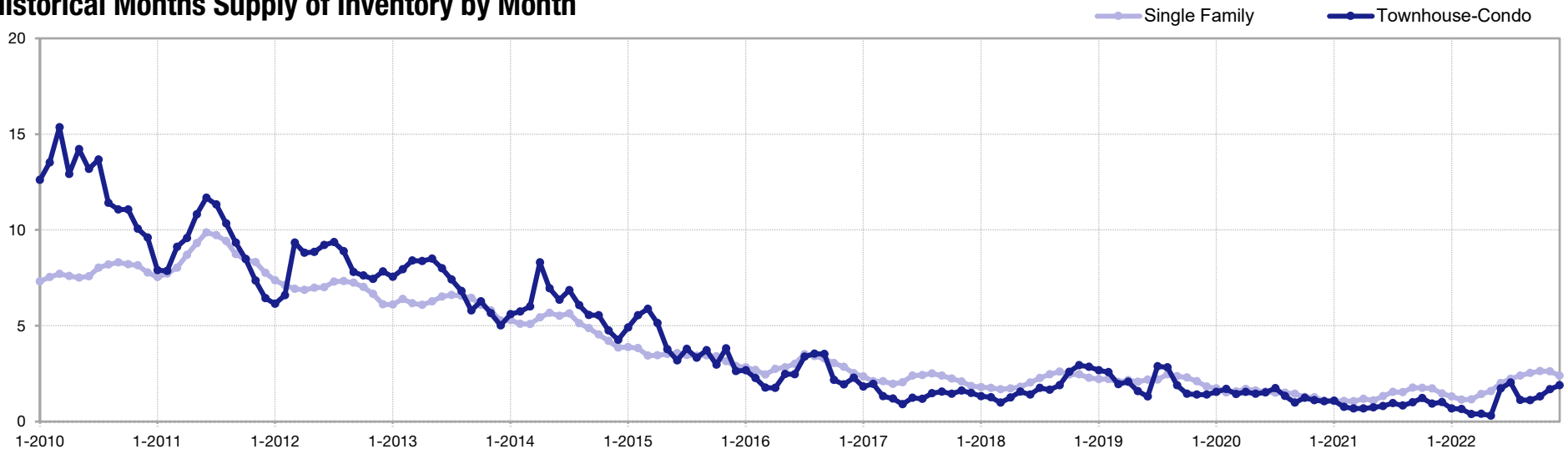


December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	1.3	+18.2%	0.7	-36.4%
Feb-2022	1.1	0.0%	0.7	-12.5%
Mar-2022	1.2	+9.1%	0.4	-42.9%
Apr-2022	1.4	+16.7%	0.4	-42.9%
May-2022	1.6	+45.5%	0.3	-57.1%
Jun-2022	2.0	+53.8%	1.7	+112.5%
Jul-2022	2.2	+46.7%	2.0	+100.0%
Aug-2022	2.4	+60.0%	1.1	+37.5%
Sep-2022	2.5	+38.9%	1.1	+10.0%
Oct-2022	2.6	+52.9%	1.3	+8.3%
Nov-2022	2.6	+52.9%	1.7	+88.9%
Dec-2022	2.4	+60.0%	1.9	+90.0%

Historical Months Supply of Inventory by Month



Total Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



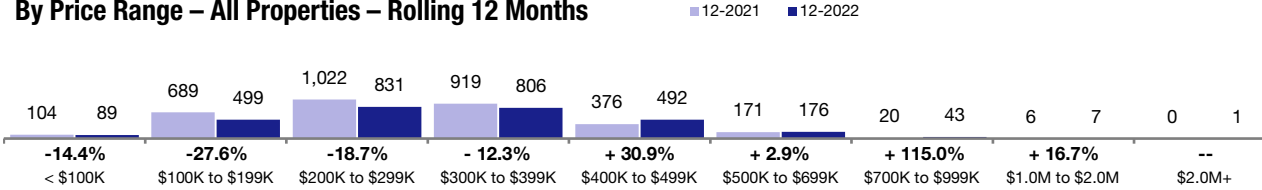
Key Metrics	Historical Sparkbars	12-2021	12-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		224	181	- 19.2%	3,999	4,080	+ 2.0%
Pending Sales		234	156	- 33.3%	3,300	2,870	- 13.0%
Sold Listings		289	149	- 48.4%	3,307	2,944	- 11.0%
Median Sales Price		\$299,950	\$284,950	- 5.0%	\$280,000	\$305,000	+ 8.9%
Avg. Sales Price		\$317,703	\$294,224	- 7.4%	\$295,265	\$318,938	+ 8.0%
Pct. of List Price Received		98.9%	97.2%	- 1.7%	100.6%	99.3%	- 1.3%
Days on Market		64	78	+ 21.9%	64	65	+ 1.6%
Affordability Index		126	101	- 19.8%	135	94	- 30.4%
Active Listings		397	584	+ 47.1%	--	--	--
Months Supply		1.4	2.4	+ 71.4%	--	--	--

Sold Listings

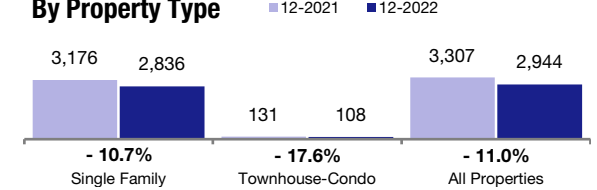
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	12-2021	12-2022	Change	12-2021	12-2022	Change
\$99,999 and Below	100	88	- 12.0%	4	1	- 75.0%
\$100,000 to \$199,999	654	476	- 27.2%	35	23	- 34.3%
\$200,000 to \$299,999	954	774	- 18.9%	68	57	- 16.2%
\$300,000 to \$399,999	898	787	- 12.4%	21	19	- 9.5%
\$400,000 to \$499,999	375	487	+ 29.9%	1	5	+ 400.0%
\$500,000 to \$699,999	171	173	+ 1.2%	0	3	--
\$700,000 to \$999,999	18	43	+ 138.9%	2	0	- 100.0%
\$1,000,000 to \$1,999,999	6	7	+ 16.7%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	3,176	2,836	- 10.7%	131	108	- 17.6%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	11-2022	12-2022	Change	11-2022	12-2022	Change
	1	9	+ 800.0%	0	0	--
	27	24	- 11.1%	2	1	- 50.0%
	40	44	+ 10.0%	2	2	0.0%
	35	40	+ 14.3%	0	1	--
	22	23	+ 4.5%	0	0	--
	9	4	- 55.6%	0	0	--
	3	1	- 66.7%	0	0	--
	0	0	--	0	0	--
	0	0	--	0	0	--
	0	0	--	0	0	--
All Price Ranges	137	145	+ 5.8%	4	4	0.0%

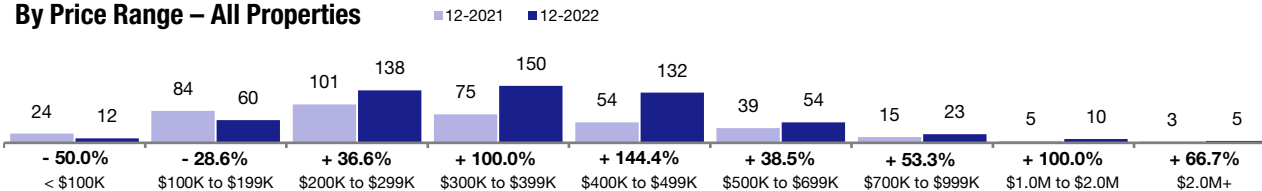
Year to Date

	Single Family			Townhouse-Condo		
	12-2021	12-2022	Change	12-2021	12-2022	Change
	100	88	- 12.0%	4	1	- 75.0%
	654	476	- 27.2%	35	23	- 34.3%
	954	774	- 18.9%	68	57	- 16.2%
	898	787	- 12.4%	21	19	- 9.5%
	375	487	+ 29.9%	1	5	+ 400.0%
	171	173	+ 1.2%	0	3	--
	18	43	+ 138.9%	2	0	- 100.0%
	6	7	+ 16.7%	0	0	--
	0	1	--	0	0	--
All Price Ranges	3,176	2,836	- 10.7%	131	108	- 17.6%

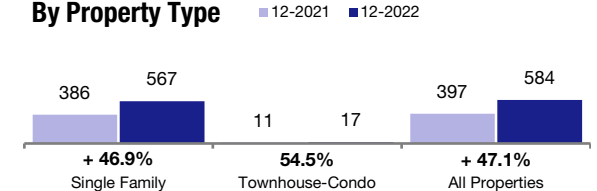
Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Townhouse-Condo		
	12-2021	12-2022	Change	12-2021	12-2022	Change
\$99,999 and Below	24	12	- 50.0%	0	0	--
\$100,000 to \$199,999	82	59	- 28.0%	2	1	- 50.0%
\$200,000 to \$299,999	98	132	+ 34.7%	3	6	+ 100.0%
\$300,000 to \$399,999	74	143	+ 93.2%	1	7	+ 600.0%
\$400,000 to \$499,999	50	129	+ 158.0%	4	3	- 25.0%
\$500,000 to \$699,999	39	54	+ 38.5%	0	0	--
\$700,000 to \$999,999	14	23	+ 64.3%	1	0	- 100.0%
\$1,000,000 to \$1,999,999	5	10	+ 100.0%	0	0	--
\$2,000,000 and Above	3	5	+ 66.7%	0	0	--
All Price Ranges	386	567	+ 46.9%	11	17	+ 54.5%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	11-2022	12-2022	Change	11-2022	12-2022	Change
	17	12	- 29.4%	0	0	--
	66	59	- 10.6%	0	1	--
	152	132	- 13.2%	6	6	0.0%
	161	143	- 11.2%	7	7	0.0%
	145	129	- 11.0%	3	3	0.0%
	62	54	- 12.9%	0	0	--
	27	23	- 14.8%	0	0	--
	8	10	+ 25.0%	0	0	--
	5	5	0.0%	0	0	--
All Price Ranges	643	567	- 11.8%	16	17	+ 6.3%

Year to Date

Single Family	Townhouse-Condo
There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.	

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.

Local Market Update for December 2022

A Research Tool Provided by the Colorado Association of REALTORS®



Rocky Ford

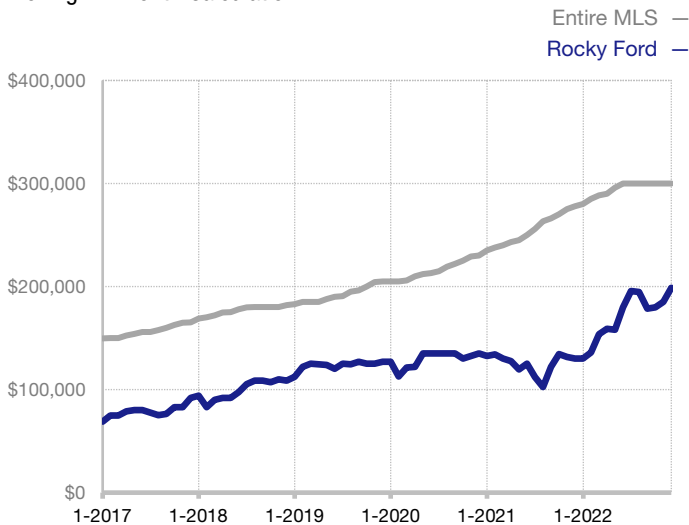
Single Family	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	7	3	- 57.1%	54	65	+ 20.4%
Sold Listings	8	3	- 62.5%	56	48	- 14.3%
Median Sales Price*	\$135,250	\$198,000	+ 46.4%	\$130,000	\$199,000	+ 53.1%
Average Sales Price*	\$152,000	\$191,867	+ 26.2%	\$156,417	\$210,771	+ 34.7%
Percent of List Price Received*	94.2%	100.0%	+ 6.2%	96.4%	97.5%	+ 1.1%
Days on Market Until Sale	97	96	- 1.0%	95	77	- 18.9%
Inventory of Homes for Sale	10	16	+ 60.0%	--	--	--
Months Supply of Inventory	2.1	4.0	+ 90.5%	--	--	--

* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse/Condo	December			Year to Date		
Key Metrics	2021	2022	Percent Change from Previous Year	Thru 12-2021	Thru 12-2022	Percent Change from Previous Year
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$128,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$128,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	102.4%	--
Days on Market Until Sale	0	0	--	0	298	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price – Single Family
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo
Rolling 12-Month Calculation

